

Message Text

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PAGE 01 BAGHDA 00400 111925Z

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ACTION COME-00

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INFO AMEMBASSY ANKARA

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AMEMBASSY BRUSSELS

AMEMBASSY PARIS

AMEMBASSY TOKYO

AMEMBASSY BERLIN

AMEMBASSY MOSCOW

UNCLAS BAGHDAD 400

E.O. 11652: N/A

TAGS: ETRD, XG, XH, US, IZ

SUBJECT: SHARES OF IRAQI MARKET: 1973-1975

1. EXPORTS OF ALL MAJOR WESTERN SUPPLIERS OF IRAQ INCREASED DRAMATICALLY IN 1974 AND ARE EXPECTED TO SHOW SIZEABLE GAINS IN 1975. THUS SURGE HAS BEEN LARGELY AT EXPENSE OF EAST EUROPEAN SUPPLIERS WHOSE EXPORTS CAN BE EXPECTED TO DECLINE IN 1975.

2. AT APRIL THIRD MEETING OF WESTERN COMMERCIAL ATTACHES QUESTION WAS RAISED OF EXPORTS TO IRAQ IN 1973, 74 AND PROJECTIONS FOR 75. FOLLOWING FIGURES WERE GIVEN BY PARTICIPANTS (ALL OF WHOM WERE SPEAKING FROM MEMORY--HENCE FIGURES ARE ONLY APPROXIMATE). (DUTCH, FINNISH AND SPANISH COMMERCIAL OFFICERS WERE ABSENT):

EXPORTING VALUE OF EXPORTS (IN MILLIONS)

COUNTRY CURRENCY 1973 1974 1975(PROJECTED)

AUSTRIA SCHILLING 200 600 1,000

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PAGE 02 BAGHDA 00400 111925Z

BELGIUM BEL.FRANC 1,000 1,878 2,500

FRANCE	FRANC	400	1,000	2,000
SWEDEN	CROWN	110	220	NOT GIVEN
SWITZERLAND	SWISS FRANC	200	600	1,000
TURKEY	US DOLLAR	13	35	60
WEST GERMANY	DM	113	949	1,000
UK	POUND	23	60	90
USA	DOLLAR	56	284	600

3. GROUP BELIEVED THAT JAPANESE EXPORTS TO IRAQ WERE ALSO SOARING BUT NO ONE HAD FIGURES.

4. EVEN THOUGH SIZE OF IRAQI IMPORT PIE HAS EXPANDED AND ALL WESTERN SUPPLIERS HAVE INCREASED THEIR SALES, GROUP WAS CONVINCED THAT TO LARGE EXTENT THIS HAD BEEN AT EXPENSE OF USSR, EAST GERMAN AND OTHER EASTERN EUROPEAN SUPPLIERS. SENSE OF MEETING THAT THIS EROSION OF EASTERN EUROPEAN SHARE OF MARKET WILL CERTAINLY CONTINUE UNLESS NON-ECONOMIC FACTORS ARE BROUGHT TO BEAR TO REVERSE TREND.
LOWRIE

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